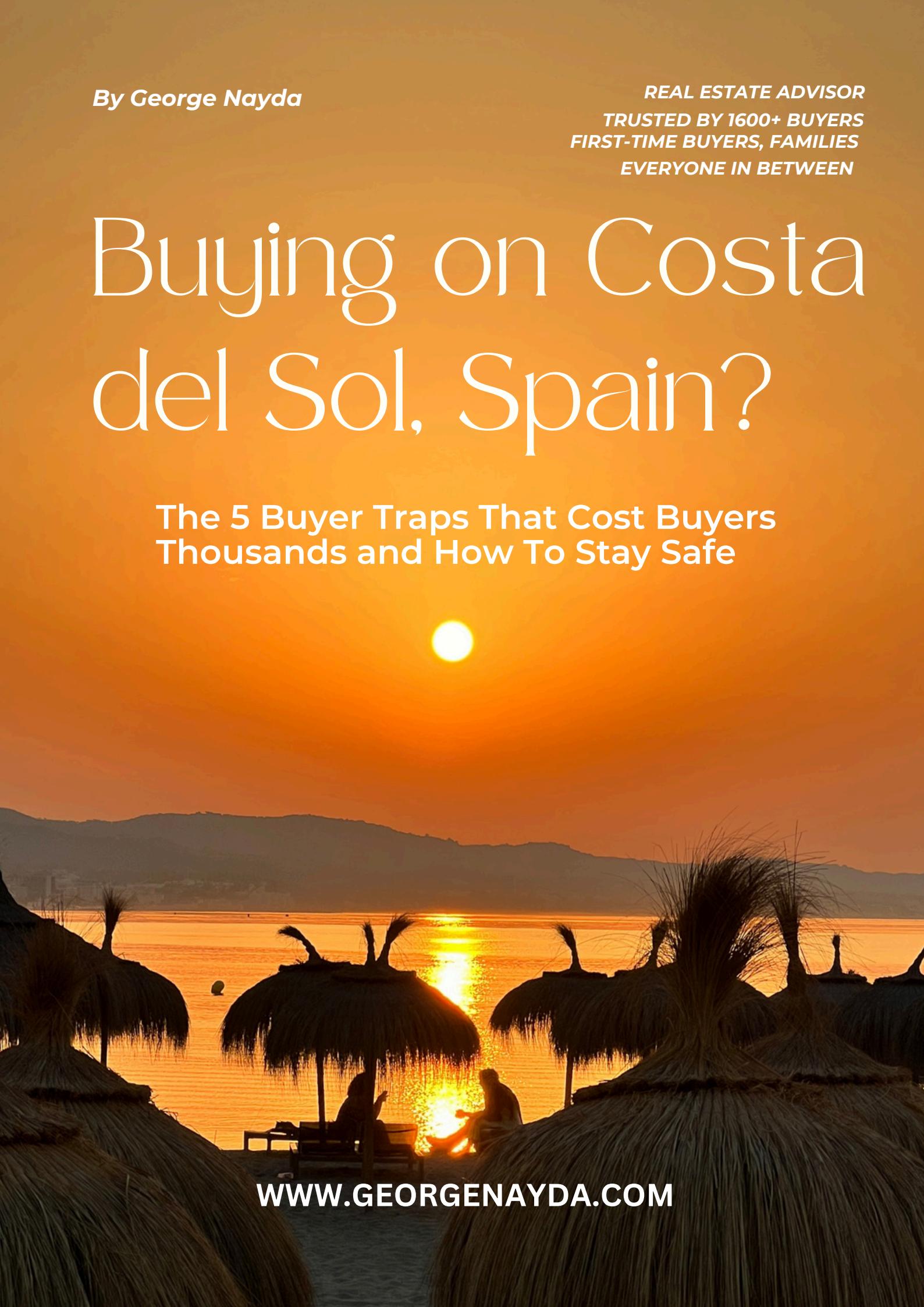


By George Nayda

REAL ESTATE ADVISOR  
TRUSTED BY 1600+ BUYERS  
FIRST-TIME BUYERS, FAMILIES  
EVERYONE IN BETWEEN

# Buying on Costa del Sol, Spain?

The 5 Buyer Traps That Cost Buyers  
Thousands and How To Stay Safe

A photograph of a beach at sunset. The sky is a vibrant orange and yellow. In the foreground, several straw umbrellas are silhouetted against the light. A small campfire is burning on the sand, with a few people sitting around it. In the background, there are hills or mountains under the setting sun.

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# MOST BUYERS MAKE 1 OF THESE 5 MISTAKES.

LETS MAKE SURE YOU DON'T

Buying a home in Spain can feel exciting... and then stressful. The process is not the same as in the UK, the US or the Netherlands. Time to time I see smart people lose money on deals, just because no one told them the rules. I made this guide to help you avoid some of the most expensive traps.

## 5 Buyer Traps To Avoid:



**1. Who You Pay Matters** Some agents rush you to send money to them or the vendor before the property is legally checked. If something's wrong, you may lose it.

**Always pay into your lawyer's client account, not directly to the seller or agent.**



**2. Buying Costs** Most buyers don't plan for taxes, notary fees, or connection charges. It's about 10% to 13.5% extra and 1% mortgage set-up fees. I'll break it down.



### 3. New Build Delays & Problems

Some developers say "ready in 24 months", then take 3 years. Others don't have a building license. I will show you what to check.



### 4. Lawyers Who Work for the Seller Too

Yes, this still happens. Always use a lawyer you choose, not one recommended by the seller's agent.



**5. Missing the Right Area** Many buyers fall in love with the view... then realise it's far from shops, schools, or restaurants. I'll help match your lifestyle to the right area.

These are real challenges I've helped clarify. Now, I'll walk you through the **safe, simple steps** to buy smart and enjoy the process on the next page.

# HOW TO BUY A PROPERTY IN SPAIN STEP BY STEP

**Buying in Spain doesn't need to be confusing.  
I'll guide you through each step, calm, clear, and safe.**



## Step 1: Find the Right Property

We'll look at homes that fit your goals, budget, and lifestyle.  
No pressure. When you're ready, we move.



## Step 2: Reserve the Property

You sign Reservation Papers and send a €6,000 deposit to your lawyer.  
This holds the property while your lawyer checks everything.

 Avoid Trap #1: Never send money to an **agent or vendor directly**.  
Your lawyer should hold the deposit in a secure account.



## Step 3: Legal Check (Due Diligence)

Your lawyer checks:

- The home has no debts
- It's registered correctly
- Permits, taxes, and documents are in place

If your lawyer finds that something is up, you get your deposit back.



## Step 4: Sign the Purchase Contract & Enjoy

If everything's good, we sign a full Private Purchase Contract.

It confirms:

- Price
- Delivery timeline
- What's included
- Final terms
- We set a date to go to the notary and get your keys.



**Still unsure? Message me anytime. I'll explain the process in 5 minutes.**

 WhatsApp: **+34 951 870 121**

# About Me

## YOUR REAL ESTATE ADVISOR



### GEORGE NAYDA

I've helped over 1,600 buyers from 53 countries find their place in the sun.

With 8+ years of experience, I bring more than property knowledge; I bring strategy, precision, and concierge-level care to every deal.

Whether you're relocating, investing, or buying your dream home, I make sure every detail works in your favour. That's why families, and first-time buyers trust the process.



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8+

YEARS OF  
EXPERIENCE

1600+

CLIENTS  
ASSISTED

5★

CLIENT  
SATISFACTION

#### PAUL V.

“NOT ONLY DID HE GET US A GREAT DEAL HE BECAME A TRUSTED FRIEND OF THE FAMILY.” 

#### GEERT V. D. B.

“HE FOUND OUR DREAM HOLIDAY HOME. ATTENTIVE, PROFESSIONAL, AND WENT BEYOND EXPECTATIONS.”

#### HANS K.

“THOROUGH, PRECISE, AND KNEW THE AREA LIKE A LOCAL. WE'RE EXTREMELY SATISFIED.”